

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT				1. CONTRACT ID CODE J		PAGE OF PAGES 1 2	
2. AMENDMENT/MODIFICATION NO. 0002		3. EFFECTIVE DATE 31-Mar-2003		4. REQUISITION/PURCHASE REQ. NO. W68MD9-2339-3199		5. PROJECT NO.(If applicable)	
6. ISSUED BY USA ENGINEER DISTRICT, SEATTLE ATTN: CENWS-CT P.O. BOX 3755 SEATTLE WA 98124-3755		CODE DACA67		7. ADMINISTERED BY (If other than item 6) See Item 6		CODE	
8. NAME AND ADDRESS OF CONTRACTOR (No., Street, County, State and Zip Code)				<input checked="" type="checkbox"/> 9A. AMENDMENT OF SOLICITATION NO. DACA67-03-R-0208			
				<input checked="" type="checkbox"/> 9B. DATED (SEE ITEM 11) 31-Mar-2003			
				10A. MOD. OF CONTRACT/ORDER NO.			
				10B. DATED (SEE ITEM 13)			
CODE		FACILITY CODE					
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS							
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offer <input type="checkbox"/> is extended, <input checked="" type="checkbox"/> is not extended. Offer must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended by one of the following methods: (a) By completing Items 8 and 15, and returning _____ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.							
12. ACCOUNTING AND APPROPRIATION DATA (If required)							
13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS. IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.							
A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.							
B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(B).							
C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:							
D. OTHER (Specify type of modification and authority)							
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the issuing office.							
14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.) PROJECT: IDIQ Multiple Award Contract (MATOC) for Miscellaneous Construction, Repair and Maintenance of Facilities at Fort Lewis and Yakima, Washington <div style="text-align: center;">(SEE CONTINUATION PAGE)</div>							
Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.							
15A. NAME AND TITLE OF SIGNER (Type or print)				16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print)			
				TEL: _____ EMAIL: _____			
15B. CONTRACTOR/OFFEROR _____ (Signature of person authorized to sign)		15C. DATE SIGNED		16B. UNITED STATES OF AMERICA BY _____ (Signature of Contracting Officer)		16C. DATE SIGNED 01-Apr-2003	

SECTION SF 30 BLOCK 14 CONTINUATION PAGE

The following items are applicable to this modification:CONTINUATION PAGE

A. The purpose of this Amendment Number Two (0002) is to publish the minutes, slides, and attendance of the Preproposal Conference held on 27 Mar 03, and to delete a reference to locations of performance other than Fort Lewis or Yakima, Washington. Comments made at the conference, or answers published in these minutes of the preproposal conference are provided for clarification purposes only, and will not change the solicitation or specifications in any way.

B. Reference Fort Lewis Site Visit Information Page, paragraph two, "Directions to Stone Education Center", last line: DELETE THE WORDS "other installations in Washington, Oregon, Idaho, and Montana", and ADD "Yakima, Washington."

***C.. THE PROPOSAL DUE DATE AND TIME REMAINS AT 17 April 2003,
2 P.M. PST.***

D. NOTICE TO BIDDERS: Offeror must acknowledge receipt of this amendment by number and date on Standard Form 1442, in Block 19, or by telegram.

E. All Technical Amendments are available for download this date on the Army Corps of Engineers website at <http://www.nws.usace.army.mil/ct/>.

Attachments:

Minutes of Preproposal Conference

Powerpoint slides

List of Attendees

PRE-PROPOSAL CONFERENCE
Indefinite Delivery Indefinite Quantity (IDIQ)
Multiple Award Contract for Miscellaneous Construction, Repair, and Maintenance of
Facilities
at Fort Lewis and Yakima, Washington
Thursday, March 27, 2003

MS. GARY: . I want to say good morning to everyone and welcome you to the preproposal conference for our IDIQ multiple award task order contract for Fort Lewis and Yakima. My name is Nancy Gary. I work with Corps of Engineers in Seattle, and I am your contract specialist.

We'll take a second to go around the room and introduce the government personnel. My project manager, Pete Kennedy. And, Pete, could you introduce your --

MR. KENNEDY: I'm with the Fort Lewis Public Works. Right now the quality assurance representative we have working with us today is Mr. Al Clark, also with Fort Lewis Public Works. And Kyle Zuchowski is an engineer with the Environmental Natural Resources Division. And you're here, I guess, to hear what we say about the Seed Project.

MR. CLARK: Right.

MS. GARY: Has everyone had a chance to sign in? I'm sorry, was there someone else?

MR. KENNEDY: No. I'm just looking here.

MS. GARY: I also want to point out that
Sandy --

(Two people enter.)

We have two more. Go ahead and sign in for us and then I'll give you a packet.

Sandy is taking minutes of our meeting today to capture your questions or anything that was discussed. We'll go over that in a few minutes. I did have a handy-dandy beautiful Power Point presentation to show you, but unfortunately we aren't able to get a machine, so I'm going to be winging it here. Going over briefly, everybody should have a copy of the presentation that I was going to show you, and I'll go briefly over each one. You can take that packet back with you. Or if you have any questions on anything that's written here, I'll be glad to go back over it as much as I can. And so let's just kind of follow along here with me.

I've already introduced everyone, and I mentioned to you about the minutes of the meeting. The court reporter will record minutes of the meeting which will be posted to the solicitation. The minutes are for information purposes only. And I guess I should mention to everybody, please turn off their cell phones. The minutes of the meeting are for information purposes only. Only by amendment do we make any changes to the solicitations. Today's attendance list will also be posted to the solicitation.

Going over to questions, if you have any questions during our meeting right now, you can go ahead and stop me and ask me. I'll be glad to go over anything. But during the tour, during the site visit we ask that you jot down on a piece of paper all your questions, along with your name and phone number. When you get back you can either ask us at that time, or just hand it in and we will answer. If it's very technical, we may have to get back to you in the amendment. So we ask that you hold all questions during the tour. And, Pete, in case they forget or something.

MR. KENNEDY: Right.

MS. GARY: It makes it so that everyone is on an even keel. We don't have one group over on one side asking questions and you're over on the other side. So we ask that you wait on your questions until you get back here, and then hand them in to me.

I've given you a list of the most important websites that you will need to know about. Before the proposal is due, I have Pete Kennedy as your point of contact for any technical questions. And I have to explain a little bit about how we work at the Corps. When questions come in, oftentimes companies will say, "Gee, I never got an answer directly back from you." What happens is the question comes in via e-mail, we send it on to the project manager. He takes a look at it. He also asks his helpers, his coworkers, to take a look at the questions, take a look at the solicitation, see if there's any discrepancies or any outright errors. If there is, then we post it to an amendment to the whole world.

So what I'm trying to tell you in a roundabout way is you may not get a direct answer to your question. You may get a quick e-mail back from him that says, "The solicitation stands as written." And there won't be any more information other than that. Again, so that all the companies will be on an even keel, and we won't be giving any partial information to one company as opposed to everyone else.

The project description. We set this contract up as a multiple award contract to 8(a) companies only. There will be an amendment coming out today or tomorrow which will further restrict that to the State of Washington. So you'll be reading more about my amendment later today.

But eventually after award, three separate construction contracts will be awarded under this multiple award task order. All three will be 8(a) certified contractors. Before the proposal is due, you have to have your certification complete. It cannot be partially under way.

And I've kind of spelled out what the government plans to use. It will use it as a construction product delivery method that can accommodate quick and straightforward projects, as well as some complex projects. And I want to stop now and see if you want to say anymore about the type of projects that will be coming up under this MATOC.

MR. KENNEDY: It's kinds of hard to say, but we are a public works organization, and we run Fort Lewis. So just about anything that we would be required to do is liable to be subject to this particular contract. The specifications are close to 3000 pages long, because we are trying to cover as much of the gamut of public works as we can.

Right now, most of the projects that people are thinking about right now are civil type projects. But because of world events, our budget currently is uncertain. So I can't really tell you specifically what we're going to be doing, except that irrespective of what happens over in Southeast Asia, Fort Lewis is a moving and a driving place, and things need to be changed and things need to be repaired. And we're going to ask our MATOC contractors to participate in that.

We want to use the contract to develop long-term relationships with several contractors. And we want to be able to have all of those contractors benefit from that relationship over a period of years, rather than just a contractual relationship for a single project in a single undertaking.

MS. GARY: And I've listed some of the areas where this will be used: Carpentry, road repair, roofing, excavation, interior/exterior elements, steam welding, asbestos and lead paint abatement and so forth. Primarily this contract will not be used for AE services, although it was noted that incidental AE services may be needed on some projects.

We included in my Power Point presentation kind of a background of where MATOC has developed and why it was developed. It was started back in 1994. There's a lot of advantages. It provides us competition among the proposers for task orders. There are no

protests on tasks orders. That is an advantage. There are also avenues to receive complaints, if there need be. We use this indefinite delivery contract, again, like I said, for construction. It provides us at Corps of Engineers an instrument to use for limited competition, but it still gives us competition for each task order, and also it allows under certain circumstances for us to award as sole source a task order. And I've included the different ways that we can also go sole source.

It's getting more and more important that we have urgent requirements because of wartime. There may be unique and highly specialized work that one of the three can provide over the other two. Or there might be natural follow-on work that one contractor of the three has been doing, and the next task order follows onto that work.

Or there is a minimum award guarantee for each of the three every year of the five years. So it may be just to satisfy a minimum guarantee under that particular contract.

So let me stop for a second. Does everyone understand the concept of the MATOC, that we are going to restrict it to 8(a), and we are going to award it to three separate contractors under this one contract?

The location is, again, primarily at Fort Lewis and Yakima. We have a base and four option periods, and up to \$6 million per year can be awarded for all contracts under the MATOC. That's five years times \$6 million. We're looking at \$30 million over five years. Each task order has a minimum amount of \$50,000 and a max we can go up to \$3 million.

Now, the next part of my slide presentation has to do with the evaluation criteria. I know that some of you may be familiar with this, but it's called best value. And we don't take just price anymore. We look at the overall picture of the contractor, and we look for a best value.

submit your proposal to us in two parts. One is your technical proposal, and one is your price proposal. a board takes a look at your technical proposal. And we have set up

evaluation criteria. In this case there are four major categories that we're asking for information on your company. The first one is relevant experience. Relevant experience is what you did. The second is past performance, is how well you did it. And then the third one is organizational structure. And then plan for fiscal management and technical support.

I've given a good description in Section 00110 as to the information that we're looking for. Make sure you take time and direct all your responses to those paragraphs. The board, will be looking at each one of your responses to these evaluation criteria and voting on them. And so it's important to address everything that we mention in there as best as you can.

Again, the price proposals are separated so the evaluation board does not see that. Also what is unique for this contract is, you must submit a proposed coefficient. And that's also explained at length in the solicitation, what that coefficient represents and how to establish it.

Skipping over some of this. The award of task orders is based on competition. Where we use the coefficient factor is when we get to sole source awards. We look at pricing based on the RS MEANS and we also use your coefficient factor to come up with pricing. And it says on my chart, and I'll have to check on this later, but "coefficient will be proposed up front for base and all options." . I remember it being proposed for base, and then there's a formula that I use for the follow on periods. So that may be an error there.

MR. KENNEDY: That's right.

MS. GARY: You just propose it for the first year, right?

MR. KENNEDY: Yes. It's all explained in the specifications.

: We went over, I think, in the next page why we use sole source orders. It is not the only way of procuring that we use, the multiple award contract. We also at Corps of Engineers, use formal design/build solicitations. We have regular bids, which you probably are used to seeing, IFB, Invitation for Bids. Or RFP procedures, which is Request

for Proposals. And then we also have the JOC, which is Job Order Contract. And that's awarded to one contractor, correct?

MR. KENNEDY: Yes.

MR. KENNEDY: And then we also have a other types of IDIQ contracts for particular specialties like roofing.

MS. GARY: The next notice for a hundred percent certified for 8(a) contractors, that whole information will be in my amendment today. And basically what it's saying is it's talking about restricting it to 8(a) bona fide office in Washington state. And also it will address the fact that you have to be certified before the proposals are due. You can't be in the process of being certified.

Again, this is a request for proposal. And I briefly went over, again, the technical and the price. There is no public bid opening on this. It's just a date and time when your technical and your price proposal are due. They come to Seattle to the Corps of Engineers office contracting. And once the time has passed, no information other than technical changes or admin clarifications will be provided during the evaluation process. So it does no good to give me a call and say, "Have you made a decision yet?" What we do is post information as to the award, the very same day of award, to our web page. And I believe in the very front I gave you our web page address. Maybe some of you -- all of you are familiar with it. It's a good source of information for your companies, not just for this project, but you should be checking it all the time.

In this proposal we're asking for technical and price, as I said. The price proposal, the Seed Project will give us information on your pricing. Do you want to mention anything about the Seed Project, or is it pretty much explained in there?

MR. KENNEDY: It's fairly straightforward. We'll go out and take a look at the site.

MS. GARY: Okay. Proposals are due up, like I mentioned, in Seattle at 2:00, 17 April. No offers will be accepted after that time. You use a standard Form 1442, which is a solicitation for construction.

These are the important things that you need to make sure when you hand it in: That you acknowledge all amendments, and I give you the block number where to acknowledge each one. You have to sign it in a particular area. You have to submit your contractor's coefficient, and corporate certificate completely filled out. The coefficient that you submit will contain all costs other than the pre-priced unit prices contained in the 2003 RS MEANS, and we kind of go into a little bit of detail about that.

It is in Section 0800, Special Clause No. 23. And we will be awarding to the contractors that conform to all the requirements in the Request for Proposal and is considered the best value to the government and is determined to be in the best interests of the government.

Proposal preparation costs will not be paid by the government. I've already gone over all the criteria. Do you have any questions on the different criteria or evaluation factors?

MR. SALEM: Nancy, it's my understanding that the Seed Project will be based on competitive bid, not on the MEANS?

MR. KENNEDY: That is correct. We only use the RS MEANS when we are negotiating sole source as a single contract. So the Seed Project will be part of your proposal.

MR. SALEM: Thank you.

MS. GARY: And just make sure that all of your technical proposal is complete and reflects all the elements required by our solicitation.

MR. MORTENSEN: Nancy, I have a quick question for you. Jim Mortensen with M. Kennedy. One of the questions I have is your criteria, relevant experience, maximum of

ten projects within the last five years. Are those to be finished projects, substantially complete, or in progress?

MS. GARY: I'd have to check. We are usually pretty careful about putting the word "completed." Or if you don't see the word completed, we certainly will look at those that are --

MR. MORTENSEN: We didn't see the word "completed." That's why we're asking.

MS. GARY: Then I would go ahead and include that. (projects that are ongoing).

MR. MORTENSEN: The second part of that question is, on IDIQ, we currently have a couple different IDIQ projects. Do you want those to be counted as a whole project, or can we list task orders specifically?

MS. GARY: It's up to you. I'm not going to tell you how to do your proposal. You want to include the most relevant -- this is under relevant experience, right, you had mentioned? You want to list the most relevant, and it's up to you to decide what's more important for our board to take a look at.

MR. MORTENSEN: Okay, thank you.

MS. GARY: And when the proposals come in, you can have it in the same box, but separate it for me. Have the price and the Seed Project information separate from your technical proposal,

The board is going to use -- Corps of Engineers in general has chosen to use adjectives as a rating. Some places use colors, and we're trying to get away from the numbers that we used to use in the past. So as far as adjectives go, you see them there: Outstanding, above average, satisfactory, marginal. And I briefly describe in Section 110 what those mean, what that means to the board.

Price will be evaluated for reasonableness, and also to assess the offeror's understanding of all the requirements and any risk involved. Financial capacity will be checked.

And if needed, the contracting officer will determine a competitive range. That's only if we need to. Generally speaking, it's those in the competitive range -- "If discussions are to be conducted, we establish competitive range. Based on the ratings of each proposal against all evaluation criteria, contracting officer shall establish a competitive range comprised of all the most highly rated proposals." That's the easiest way for me to describe that. In other words, if we have 20, 30, or 90 proposals, we may want to look at the 20 that is most likely to be eligible for award.

If need be, first of all, we are under the assumption that we don't need to go back out for discussions. We will award without discussions. But if we need to ask each of the companies questions or clarify something, we will go back out to all of the companies, not just one. The questions can be geared towards each company; but, basically, it's usually because something in the solicitation is lacking. Something that none of the 20 or 10 picked up on, and we need to go out and clarify something to all of them. But we can go out to each company and ask different questions geared towards that company's proposal. But we're hoping that we generally go for award without discussions.

Our Section 0600 is another thing that you have to hand in. That's our Certifications and Representations. That's where you fill out whether you're a small, 8(a). There's all kinds of certifications that we'll be looking at; if you're debarred and so forth.

And then our Section 0700 is all our contract clauses are all in full text. I also at the beginning gave you our web page in case you ever want to look up a clause in the Federal Acquisition Regulation. It's Hill Air Force Base is the best one.

The contract will start -- provides for a base period that begins at award, and that's the date that the contracting officer signs this. It is not to exceed one year, and we will have four option periods. MR. KENNEDY: We'll award the contract, and then we will be issuing the work as task orders.

MR. KENNEDY: You'll receive a task order award and the Notice to Proceed on each task order.

MR. KENNEDY: And those base periods are not to exceed one year. \$6 million per year. So if we have \$9 million available in one year, then we award the \$6 million, then we end that base period, award the option, and continue the award. So it could be less than one year. Could be less than the total of five years, but it will be no more than that period of time.

MR. KENNEDY: And no more than \$30 million over the life of the contract combined.

MS. GARY: And like Pete had mentioned, if the capacity is fully utilized for any period, I could exercise it earlier.

(One person enters.)

Good morning. Are you a contractor?

MR. CISNEROS: Yes.

MS. GARY: Go ahead and sign in. And I'm not going to go through this all again.

MR. CISNEROS: Sure.

MS. GARY: I've already mentioned that it's \$6 million per period, shared by the three contractors per year -- or I should say per base period. It could be less than a year. Or \$30 million over the life of the contract. And we said minimum for task orders, \$50,000 minimum, maximum \$3 million. The minimum guarantee amount shared by the three

contracts for the base is \$120,000. Thereafter, each option period exercised the minimum guarantee is \$60,000 shared by the three. So it's two percent for base period and one percent for each subsequent period.. . It's anticipated that most of the task orders will be awarded based on competition, and we already went over where we can go sole source.

The wage determinations will be issued with each task order. We do use Davis-Bacon for the locality, and the locality being Lewis -- excuse me -- Pierce.

SPEAKER: Pierce.

MS. GARY: Thank you. And I'm not sure if it's Thurston, but I know for sure it's based on Fort Lewis and also Yakima, it would have to be. Do you have a question?

MR. MORTENSEN: No. I didn't see Yakima in there, so I was reading along.

MS. GARY: Yes, that's something I've got to make a note on and double-check. Well, if the work were done in Yakima, then we would use the locality of Yakima..

So are there any questions?

TRAVIS GILLILAND: I think impact -- Travis Gilliland, by the way. And I think --

MS. GARY: Excuse me. I need your name and company.

TRAVIS GILLILAND: Travis Gilliland with C&C and WBC Joint Venture. In developing our coefficient, we use the overhead and profit lines. Do you extension out of that, or not?

MR. KENNEDY: No.

TRAVIS GILLILAND: Because it does not specify in the requirements. It's doesn't say which column of MEANS line you're using. But we can include the overhead and the profit portions of the line items, and I think Pete is saying, no, you cannot.

MR. KENNEDY: That is correct. And also, too, you're not restricted to a single MEANS book. So any booklet, any database that they put out or they make available for the

year 2003, and there's tons of them, you can use all of those. And that set of books, that 2003 set of books will be the books that we will use for the entire contract period. We're not going to change them. That's where we do in the repricing of the coefficient based upon the formula in the specifications.

MR. MORTENSEN: Jim Mortensen with M. Kennedy. That opens up a question that I have. That's only going to be on sole source. Who determines which book? Because if I was to use the MEANS facilities book or if I was to use the repair and remodel book, there are different prices for the same line item.

MR. KENNEDY: It's a process of negotiation.

MR. MORTENSEN: Okay.

MR. KENNEDY: You will negotiate with the project manager, and the contracting officer's representative will oversee the negotiations, and then the contracting officer will approve the negotiations before the award is made.

MR. MORTENSEN: Okay. One follow-on question regarding it says Fort Lewis and Yakima, but yet the letter states Washington, Oregon, Idaho, and Montana.

MS. GARY: Okay. Which letter was that?

MR. MORTENSEN: One of the introductions on the very opening parts of the solicitation, I believe, lists all four states. Was there an intent to award contracts outside of the state?

MS. GARY: I will clarify that.

MR. MORTENSEN: Okay.

MS. GARY: It's my limited knowledge that it's going to be Yakima and Fort Lewis, primarily.

MR. KENNEDY: It's going to be Yakima and Fort Lewis. The Fort Lewis Public Works is the one that's --

MS. GARY: But I'll look into that to see if there was an intent to use it perhaps other places.

MR. KENNEDY: I'll talk to you about it.

MS. GARY: So when your proposal comes in, remember to separate it. They both have to come in at the same time, price and technical. In the price, you need your coefficient. You need your Seed Project information. Your reps and certs are in with your price, and any corporate certificate or any other information. . Make sure that you address every single criteria as best you can, because we are awarding on best value, so price is secondary.

TERRY GILLILAND: Terry Gilliland with PRI/DJI. Once you've made your award to the three contractors that you select and they begin to compete on task orders, are you going to make the results of each of the bid results available so that all three contractors know what the bids were?

MS. GARY: Yes. It will be limited to the three of you, yes. There's got to be some more questions. If not, we are going to get ready for -- we were lucky enough to have a bus and a driver, so Pete doesn't have to drive you.

MR. KENNEDY: That's right.

MR. GAULL: One quick question. Bob Gaull with Macro -Z-Technology. The plans show a borrow pit or a borrow site. Is there a specification we should be buying all material off-site, not under the control of the government?

MR. KENNEDY: There's no borrow pit available on Fort Lewis.

MR. LEGERE: One more question. Vernon from Sentinel. Will the landfill be available for subcontractors to go look at during the bidding process? Will it be open for us to go in there?

MR. KENNEDY: We can make arrangements, given advance notice, for people to take a look at the jobsite.

MR. LEGERE: And who would we coordinate that through?

MR. KENNEDY: Me.

MS. GARY: Now, which was this? Can you tell me again?

MR. KENNEDY: Subcontractors wishing -- they're going to take a look at the jobsite today, and they're going to go back and tell their subcontractors, "Hey, I've got this great job." So next week or sometime before the proposals are due, subcontractors are going to want to look at it.

MS. GARY: So we're trying to arrange for one more tour of what you're seeing today?

MR. KENNEDY: This is the guaranteed time you can come and take a look at it. Maybe give us a call or an e-mail and we'll try and arrange what we can, but this is the only site visit that we have scheduled now before the proposals are due.

MS. GARY: Right. Clarification: If there is another site visit, date and time will be posted by amendment.

TERRY GILLILAND: Are you going to post the attendance roster on the site?

MS. GARY: Yes, I am. So I guess what we need to say before you leave is there may not be another site tour. Is that what you're saying?

MR. KENNEDY: I can't guarantee that.

MS. GARY: I prefer that this is it. It gets more complicated.

MR. KENNEDY: They could change the security restrictions and shut us down in a heartbeat. We don't know. It's hard to say.

MS. GARY: Remember to hold all your questions. Write them down as you're going through the tour. Hand them back to me when you get back. Have a good tour. It's supposed to take about an hour or so.

MR. KENNEDY: We've going to drive there and look around and see the layout, and then we'll come back here and answer your questions.

(Site Tour.)

MR. KENNEDY: There was one question about when the cut-off for questions is.

MS. GARY: I will give everyone until tomorrow to get the questions to me, because we still need a day to look up, perhaps, the answers. So if you have questions on it, e-mail them to me, and I gave you my e-mail address. But no later than tomorrow. Tomorrow is Friday, and I'm looking to put out the amendment by Monday, Tuesday.

MR. ENGBERG: Do you anticipate a delay in the proposal due date?

MS. GARY: We never anticipate a delay. Just count on the 17th. And I never know. And I don't think that we're going have another tour, probably. These gentlemen were late coming in. Everybody else left. You're from Tacoma, right?

MR. ENGBERG: Yes.

MS. GARY: You're from out of state? Did you fly in here?

MR. DESMAUGLES: Yes, ma'am.

MS. GARY: And what I want to point out to you, especially, is there will be an amendment today correcting something that was left off the solicitation. It is restricted to 8(a), but it's also restricted to within Washington state.

MR. DESMAUGLES: Yes.

MS. GARY: But it will explain you can have a -- I believe it's called a certified office.

MR. DESMAUGLES: Yes, we have that.

MS. GARY: Here in Washington.

MR. KENNEDY: Do you want me to take these folks to the landfill and see if we can eyeball it?

MS. GARY: Let me check on that. Hold on. Okay. Let me check with my contracting officer and see if we can do that. As long as I can be assured that absolutely nothing will be discussed.

MR. KENNEDY: Okay.

MS. GARY: If you took a tour and you explained things during the tour --

MR. KENNEDY: I didn't explain anything during the tour.

MS. GARY: Okay. So if it's just a matter of a drive-by --

MR. KENNEDY: I just said, "That's it. That's the landfill."

MS. GARY: Not much to explain, huh?

MR. KENNEDY: No.

MR. DESMAUGLES: Will there be pictures available of the site on the website or anything like that?

MS. GARY: Not that I know of. Drawings, maybe.

MR. KENNEDY: Just the plans.

MR. DESMAUGLES: Even if it doesn't work out, it was nice of you to offer to take us out there.

MR. KENNEDY: I appreciate that. We'll wait.

MS. GARY: It doesn't hurt to ask.

MR. DESMAUGLES: Is it allowed to take pictures of the site?

MS. GARY: You cannot take pictures of soldiers marching. You can't take pictures of the airfield, and there was something else. Mainly of the troops and of the airfield, but other places.

MR. DESMAUGLES: Flight line area, things like that, normally.

MS. GARY: Yes, but a particular site.

MR. KENNEDY: Now, who told you that?

MR. DESMAUGLES: Someone in Public Works the last site tour. I forget his name.

MS. GARY: Cheryl Anderson determined that -- and she's my contracting officer, that it's fine. You cannot discuss anything, please. Write down your questions and your name and so forth and just take a quick trip out there like you did the others, and we'll try to accommodate for the contractors, especially those that have flown in. Thank you very much.

MR. KENNEDY: Nancy, where are we going to turn in the questions? Do you want them to e-mail them?

MS. GARY: That would be good. If you can e-mail them to me, that would be great. That way I can go back up. I need to start working on the amendment.

MR. KENNEDY: Everybody's got Nancy's e-mail address?

MR. DESMAUGLES: Yes.

MS. GARY: I gave them a copy of the slide show.

MR. BRUNNER: Do you want us so follow you out in the car?

MS. GARY: Thank you very much.

(Conference concluded.)

QUESTIONS SUBMITTED AFTER THE SITE VISIT:

(written question submitted by Chuck Bathvrst/Straightline Construction)

- 1.. Does this landfill contain hazardous waste? [Kennedy Peter] NO – It would have been a violation of the landfill's operating permit to allow hazardous waste to be land filled, so it never was allowed.
2. Is the garbage currently on site going to be removed outside of this project or should we figure to remove it? [Kennedy Peter] YES, existing exposed garbage will be covered.- Drawing Sheet 4, detail 4 shows typical final cover detail and sheet 3 shows proposed subgrade landfill contours. The landfill is still active and will continue to receive construction fill until it is licensed capacity is reached. This will bring the existing soil cover up to the contours shown on drawing sheet 3. See note 2, sheet 3.
3. Is there a power source currently at the site location? [Kennedy Peter] 120v power available at the Landfill Manager's office. Contract specifications, section 00700, 52.236-14. No specific mention of available utilities in the specifications. Location of Landfill Manager's Office is shown as "Scale House" on sheet 2.

C & C General Contractors requests clarification regarding the following questions for the above referenced solicitation:

QUESTION ONE: In reviewing the solicitation, we have a question regarding bonding. We acknowledge the bonding requirements of the solicitation (bid bond, payment and performance), however; we do not see any requirement for a formal letter from the bonding company to indicate capability to bond up to the 6 million dollar per year requirement in the event that it becomes necessary. Does the COE want a formal letter from their bonding company included in its bid/technical package to the COE. Answer: No, a formal letter from the bonding company to indicate capability to bond up to the 6 million dollar per year ***is not*** required. Bonding is required only for each individual task order request for proposal; i.e., the "seed project" included in this RFP (Closure of Municipal Solid Waste Landfill Cell 6, Fort Lewis, WA) which will eventually be awarded as task order one, is the only project at the present, that requires bonding. As each Request for Proposal (for a new task order) is issued, new bonding is required for that individual project.

QUESTION TWO: On reference page 00110-7 in the top paragraph of the page, there is reference to position qualifications and 'CV'....We need clarification as to the definition of 'CV'. Answer: CV= Curriculum Vitae: A short account of one's career and qualifications prepared typically by an applicant for a position.

Question from Byron Schmidt, WPC, Inc.

The plans show the proposed subgrade elevations and contour lines. Are existing elevations or contour lines available in printed or electronic format, other than the bidders performing a survey of the existing site?

See note 2, sheet 3, and detail 4, sheet 4. Contours shown on sheet 3 represent the proposed contours. The landfill is still active and will continue to receive construction fill and cover materials until the contours shown are reached.



Indefinite Delivery Indefinite Quantity (IDIQ) Multiple Award Contract (MATOC) for Miscellaneous Construction, Repair and Maintenance of Facilities at Fort Lewis and Yakima Washington



INTRODUCTION

- Welcome
- Meeting Minutes – The Court Reporter will record the minutes of this meeting which will be posted to the Solicitation by amendment. The minutes are for information purposes only
- Comments/clarifications made today will not change the solicitation in any way.
- Changes to the solicitation will only be made through written amendments.
- Today's Attendance List – Will be posted to the Solicitation by amendment



Pre-proposal Site Visit & Conference 27 March 2003 DAC67-03-R-0208



QUESTIONS

- After the site visit, we will answer any questions you have written down & any questions that may come up as a result of the site visit. If there are some questions that may need some research before a response can be given, the questions and answers will be posted by amendment, along with the transcript of this conference. State your name & company name before you ask a question during the conference, or turn in your written questions to me & include your name & company name. No questions or side discussions will take place during the tour.

QUESTIONS DURING THE PROPOSAL STAGE



- Contracting Web Address:
 - www.nws.usace.army.mil
- Technical Questions:
 - kennedyp@lewis.army.mil
- Administrative Questions:
 - Nancy.A.Gary@usace.army.mil
 - **Phone – (206) 764-3266**
 - *Federal Acquisition Regulation. <http://farsite.hill.af.mil/>*

PROJECT DESCRIPTION



(See Section 00110, para. 1.2)

- This Multiple Award Task Order Contract (MATOC) consists of an award to 8(a) contractors, three separate construction contracts. Use of the MATOC will provide the Government with a construction product delivery method that can accommodate quick and straight-forward projects, as well as some complex projects, and can help minimize design effort and related overhead expenditures, as well as handle compressed schedules.

PROJECT DESCRIPTION (CONTINUED)



- Task orders will include a variety of trades such as carpentry, road repair, roofing, excavation, interior/exterior elements, steam welding, asbestos and lead paint abatement incidental to construction and/or project design. The MATOC will not be used for AE services; however, incidental AE services may be needed for some projects

MATOC



BACKGROUND

- Federal acquisition streamlining act of 1994 (FASA)

Where did the MATOC come from?

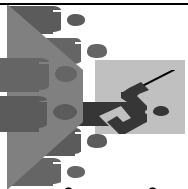
- Made multiple award a preference
- Competition among the proposers for task orders
- No protest on task orders
- Ombudsman for complaints

MATOC



What is a MATOC?

- Indefinite delivery contracts to procure Construction and other Services
- Provides limited Competition for task orders to highly qualified firms
- Allows contractors to be selected as a sole source
- Share the task orders with other military districts within the division



MATOC



MATOC Advantage

- Time advantages to Government in procurement and design
- Limit the contractor's preparation time
- Limited Number of pre-qualified bidders
- No protest on task orders
- Flexibility-Competition or Sole Source
- Meet increased the expectations of customers in time and money
- Offers a mechanism for a streamlined, quality contracting tool
- Builds relationship between Government & contractors

MATOC



When is it competed?
And when do you use sole-source?

Competition-always!! Provide a fair opportunity to all selected contractors

Unless:

- Urgent Requirement
- Unique or highly specialized work
- Follow-on work or
- To satisfy a minimum

MATOC



What kind of work can we expect?

Where?

TYPE OF WORK

General building repair and alteration
New construction within the OMA limits
Infrastructure Upgrades

- **LOCATION OF WORK**

Fort Lewis, WA
Yakima Training Center, WA

MATOC



RANGE OF PROJECTS

Base and 4 option periods

Up to \$ 6,000,000 per year for all contracts awarded under MATOCC

5 X \$6 Mil = \$30 Mil over 5 years

Minimum order: \$ 50,000

Maximum order: \$ 3,000,000

MATOC

Mechanics of Contract Award



- **TECHNICAL EVALUATION CRITERIA**

- a. Relevant Experience.
- b. Past Performance
- c. Organizational Structure
- d. Plan for Fiscal, Management and Technical Support by Home or Corporate Office & Subcontracting Capability

MATOC

Mechanics of Contract Award



- **PRICING FACTORS**

- Price Proposal for Seed Project
- Contractor's Proposed Coefficient

MATOC

Mechanics of Ordering



COMPETED ORDERS

How is
work
ordered
after
award?

- Fair Opportunity to all awardees to bid on projects
- Competition between two or more
- Informal Evaluation
- AWARD BASED ON COMPETITION

MATOC Mechanics of Ordering



How
do sole
source
orders
work?

- AWARD OF SOLE SOURCE TASK ORDER**
- Based on coefficient bid by contractor
 - Pricing based on Means
 - Coefficient will be proposed up front for base and all options

MATOC



Does that
mean all
work goes
MATOC?

- Not the only game in town!
- **MULTIPLE AWARD CONTRACT**
- Formal Design/Build
- Regular Bid or RFP Processes
- JOC

MATOC



When do
you use
sole
source?

- **SOLE SOURCE ORDERS**
- Urgent need identified and multiple award would result in unacceptable delay
- Only one contractor is capable at the level of quality required because the requirement is unique or highly specialized
- A sole source is in the interest of economy and efficiency as a logical follow-on to an order all ready competed.
- To satisfy the minimums



NOTICE



- **100% SETASIDE FOR 8(a) CONTRACTORS**
- Competition for this procurement is limited to eligible 8(a) firms located in Washington State and 8(a) participants in good standing, serviced by a SBA office outside of Washington State, but having a Bona fide branch office in Washington State. A Bona fide branch office is a place of business for purposes of 8(a) construction procurements located where an 8(a) Participant regularly maintains an office which employs at least one full-time individual within the appropriate geographical boundary. The term does not include construction trailers or other temporary construction sites.
- Joint Venture Agreements-Joint Venture Agreements are allowable on competitive 8-A set asides and must be received by SBA prior to proposal due date and approved before award of a resulting contract. If you are contemplating a joint venture on this project, you must advise your assigned Business Opportunity Specialist (BOS) as soon as practicable to ensure compliance with established regulations. Any corrections and/or changes needed can be made only when your BOS has adequate time for a thorough review before the proposal due date. **NO CORRECTIONS AND/OR CHANGES ARE ALLOWED AFTER TIME OF SUBMISSION OF PROPOSAL OR BIDS.**



SOLICITATION GENERAL INFORMATION



- This Project is a Request for Proposal (RFP)
- There is no public bid opening. Information, other than technical changes or administrative clarifications, will not be provided during the evaluation process.
- Requires submission of a Technical and Price Proposal (SEED PROJECT), and (see SECTION 00110)
- *Technical and price proposals are required to be submitted to The Corps of Engineers, Seattle District, by 2:00 P.M. (PST), 17 April 2003.*
- No offers will be accepted after the noted time/date.



CONTRACTOR'S COEFFICIENT



- The Contractor's coefficient shall contain all costs other than the prepriced unit prices contained in the 2003 R.S. MEANS book. The coefficient is a numerical factor that represents contractor costs (indirect and direct costs, sales tax, etc.) and profit not considered to be included in the 2003 R.S. MEANS book data.



SOLICITATION, OFFER & AWARD



- STANDARD FORM 1442-Solicitation, Offer and Award:
 - Ensure all amendments are acknowledged (Second Page,Block 19), offer signed (Blocks 20a,b,c),submit contractor's coefficient, and Corporate Cert correctly completed.



COEFFICIENT CONTINUED



- The Contractor's Coefficient shall contain all contractors costs inclusive of profit, all overhead (to include home office and field overhead), labor burden, insurance, adjustments to listed prices, general and admin expenses, subcontractor mark-up, contingencies (such as geographical location of work), mob and demob, and all other costs listed in SC-23, Section 0800.



US Army Corps
of Engineers
Seattle District

SECTION 00110 PROPOSAL AND EVALUATION



- Contract will be awarded to the firm submitting the proposal that (a) conforms to the RFP, (b) is considered to offer the best value to the Government in terms of the evaluation factors, and (c) determined to be in the best interest of the Government.
- Proposal preparation costs will not be paid by the Government
- Debriefings may be requested IAW FAR 15.505 & 15.506
 - Pre-award debriefing: All offerors excluded before award, must submit request to Contracting within 3 calendar days after offeror received notice of exclusion (NOE) from competition. Post-award debriefing: Any unsuccessful offeror who has not had a pre-award debriefing, must submit request to Contracting within 3 days after notification of contract award is received.



US Army Corps
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Seattle District

EVALUATION FACTORS FOR AWARD



(SEE SECTION 00110)

- Provides the Technical Evaluation Criteria, as well as the Evaluation & Award Procedures
- Technical Evaluation Criteria are:
 - Criterion 1. Relevant Experience – max of 10 projects within last five years
 - Criterion 2. Past Performance – last five years, CCASS OR CUSTOMER SURVEY FORM



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Seattle District

EVALUATION FACTORS FOR AWARD

(SEE SECTION 0110)



- Criterion 3 – Organizational Structure
- Criterion 4 – Plan for Fiscal, management and Technical Support by Home or Corporate Office & Subcontracting Capability



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Seattle District

EVALUATION FACTORS



- Read descriptions of evaluation criteria thoroughly
- Ensure proposal is complete and reflects all elements required by the solicitation.
- Technical Proposals are evaluated on their own merit and against the evaluation criteria only--not against other proposals
- Proposals submitted in two parts:
 - Technical
 - Price (SEED PROJECT)

TECHNICAL EVALUATION



- Technical Evaluation Standards - Definitions
 - Outstanding
 - Above Average
 - Satisfactory (Neutral)
 - Marginal
 - Unsatisfactory

PRICE EVALUATION



- Price Evaluation -
 - Price will be evaluated for reasonableness and to assess the offeror's understanding of the contract requirements and any risk inherent in the offeror's approach.
 - Financial capacity ability will be checked.
- It is the intent of the Government to make award based upon initial offers without further discussions or additional information

COMPETITIVE RANGE



- **Competitive Range**
 - The Government shall evaluate all proposals in accordance with FAR 15.305(a) and, if discussions are to be conducted, establish a competitive range. Based on the ratings of each proposal against all evaluation criteria, the Contracting Officer shall establish a competitive range comprised of all of the most highly rated proposals, unless the range is further reduced for purposes of efficiency pursuant to FAR 15.306 (c) (2).

COMPETITIVE RANGE



- Discussions – Discussions are usually conducted in writing, but may also be by telephone or in person. Discussions are tailored to each offeror's proposal and are only conducted with offeror(s) in the competitive range. The primary objective of discussions is to maximize the Government's ability to obtain the best value, based on the requirement and the evaluation criteria set forth in this solicitation. If a firm's proposal is eliminated or otherwise removed from consideration for award during discussions, no further revisions to that firm's proposal will be accepted or considered. Discussions will culminate in a request for Final Proposal Revision the date and time of which will be common to all remaining firms.

SECTION 0600 CERTS/REPS



- Must be completed and submitted with price proposal

SECTION 0700 CONTRACT CLAUSES:

- Contains contract clauses in full text

COMPETITIVE TASK ORDERS



- MAXIMUM CAPACITY PER CONTRACT PERIOD IS \$6 MILLION (SHARED BY THE THREE CONTRACTORS, OR \$30 MILLION OVER THE LIFE OF THE CONTRACTS. TASK ORDER MINIMUM AND MAX LIMITS ARE \$50,000 AND \$3 MILLION. The minimum guarantee amount (shared by three contractors) for the base is \$120,000, thereafter each option period exercised is \$60,000 (shared by the 3 contractors).

SPECIAL CONTRACT CLAUSES Section 0800



- Unique to this requirement
 - Commencement of this contract – Provides for a base period that begins at award NTE one year, and four option periods (NTE one year each), for a total contract performance period NTE five years. If capacity is fully utilized for any period before the one year time limit, the Government may decide to exercise the next option early.

COMPETITIVE TASK ORDERS



- It is anticipated that the majority of the task orders will be awarded based on competition between the 3 MATOC contractors. A task order can be sole source because of urgency; only one contractor is capable because the requirement is unique or highly specialized; logical follow-on to an order already competed; or to satisfy contract minimum award obligations.



U.S. Army Corps
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Seattle District



WAGE DETERMINATIONS

- Davis-Bacon wage rates shall be utilized for all Task Orders under this contract. Wage decisions will be updated as each task order is issued with no adjustment in contract price (reference Sec 0700, FAR Clause 52.222-30) DOL establishes minimum monetary wages/fringe benefits to be paid in performance of this contract.
 - Wage Determination for the geographical area of this project (Lewis, Pierce, Thurston).



U.S. Army Corps
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Seattle District

CONCLUSION



1. Check the Corps of Engineers web site for Amendments
2. Ensure you have completed all information required by the solicitation package and submit those items with your proposals
3. Ensure compliance with the solicitation requirements
4. Solicitation is only changed via written amendment
5. The Government intends to award on initial offers, to the firm that is the Best Value to the Government.

Preproposal Conference

Sign In Sheet

27 March 2003

IdIQ MATOC

Misc. Maint & Repair

Fort Lewis & Yakima

<u>Name</u>	<u>Company</u>	<u>Phone</u>	<u>Email</u>
STEVE MENARD	Metal Benders Inc.	509 453 3326	Steve@ixpnet.com
Mike Johnson	(MBI)		
MARIE WILLIS	MW SERVICES	949-589-4327	MWILLIS@MWSERVICES.NET
CHUCK BATHURST	STRAIGHTLINE CONST.	253 926-2555	cbathurst@scinorthwest.com
REG HARTSO	STRAIGHTLINE CONST.	253 926-2555	
Jim Mortensen	M. KENNEDY CO., INC.	360 570-2255	jmortensen@mkenedco.com
Robert J Selzer	Selen Construct Co Inc	(253) 853-5656	rfactor@aol.com
Terry Gilliland	PRI/DJI	(360) 308-9622	tgilliland@del-jen.com
TRAVIS GILLILAND	C+C/WPC	(360) 340-2463	Thgcag@charter.net
AL CLARK	PW	966 1758	CLARKA@LEWIS.ARMY.MIL
Tyle Zuchowski	PW - ENRD	(253) 966-1772	zuchowski@lewis.army.mil
Nancy Gary	Corps of Engineers	206-764-3266	nancy.gary@usace.army.mil
Peter Kennedy	Fort Lewis Public Works	(253) 966-1737	
Vernon Lege	Sentinel-Centennial JT Venture	253 912 1910	vkennedy@lewis.army.mil
Dan Backman	Sentinel-Centennial (JT Venture)		vlege@ccflcom
DAN GLOVER	Tucci & Sons	253-912-1410	dbackman@chtl.com
GARY PAXTON	" "	253-922-6676	DSGIC TUCCIANDSONS.COM
Bob Gault	Macro-Z Technology	(253) 377-0662	Bogault@msl.com
Sandi Touss	Macro-Z Technology	(253) 377-0668	toussmzt@aol.com
DAN MCKINLEY	WPC	253-851-9309	DAN@WPCUSARMY.COM
BYRON SCHIMMEL	WPC		BYRON@WPCUSARMY.COM

Preproposal
Conference
Attendance Sheet
Continued

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